



Quarterly Updates

Q1 2021

pyfa.co.id

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Company Overview



Key Business Updates



Financial Updates



Business Strategy



PT Pyridam Farma Tbk

Pharmaceutical Company



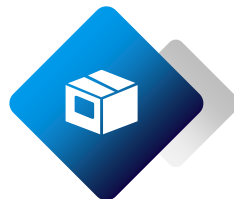
> 40 years

Of establishment, providing health product and service to the consumer



Listed in IDX

Since 2001, with public ownership of 25.17% and market cap of IDR 497.6 bn as of Mar-21



> 200 SKU Products

From prescription, OTC, medical equipment and dermatology products



34 Province

Coverage in Indonesia

1976

Founded in Jakarta as Private company as veterinary

1985

Established pharmaceutical division

1994

Received GMP Certification

2001

IPO
New facility in Cianjur

2005

Obtained ISO 9001-2000

2011

Upgraded to ISO 9001:2008

2013

Obtained cGMP certificate after total renovation

2015

Obtained CPOTB Certificate

2017

Obtained ISO 9001-2015

2018

Halal Certificate

2019

Obtained an ISO/IEC 17025:2017 Certificate

2020

Change of the controller of company after being acquired



We develop and deliver products that comply with high quality standard

Location: Cianjur, West Java
Total land area: 35.000 m²
Total building space: 18.333 m²

Facilities:

- Beta-Lactam
- Non – Beta Lactam
- Supplement

Capabilities:

- Tablet
- Caplet
- Capsule
- Effervescent
- Syrup
- Dry Syrup
- Cream
- Ointment
- Disinfectant & sanitizer



Certification:

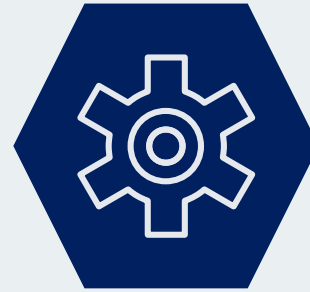
- CPOB
- CPOTB
- GMP Certificate
- Halal Certificate
- ISO/IEC 17025:2017, ISO 9001:2015
- SDAK – Medical equipment distribution
- PKRT Certificate





Pharmaceutical

- We manufacture and distribute a wide range of products, supported by investments in R&D and marketing
- Comprised of prescription drugs, consumer health, and dermatological products



Toll Manufacturing

- We deliver toll manufacturing service to our Partners in accordance with their specifications
- 11 partners and >75 products



Medical Equipment

- We supply medical instruments and equipment from brands across the world
- >200 product types to provide the necessity of medical equipment for laboratory, hospital, clinic, and retail market



Marketing Authorization Holder (MAH)

- We deliver MAH service for companies interested in registering their product in Indonesia
- Our partner comprises of companies across the world

Coverage



- Our coverage includes all major islands in Indonesia
 - 34 provinces
 - 322 personnel and 239 med reps
- Export to Hong Kong and the Philippines

Distribution



- We distribute our products across Indonesia through 21 distributors
- 3 national distributors
 - 18 local distributors



Lee Yan Gwan
President Director
Singaporean

- Over 25 years of working experience
- Worked in Unilever for 5 years and was a former Director of SCTV, Indika Group, Sinar Mas Group and Deputy CEO of Lippo Group Indonesia
- Holds a Bachelor of Science in Commerce from Adventist University of the Philippines



Yenfrino Gunadi
Director
Indonesian

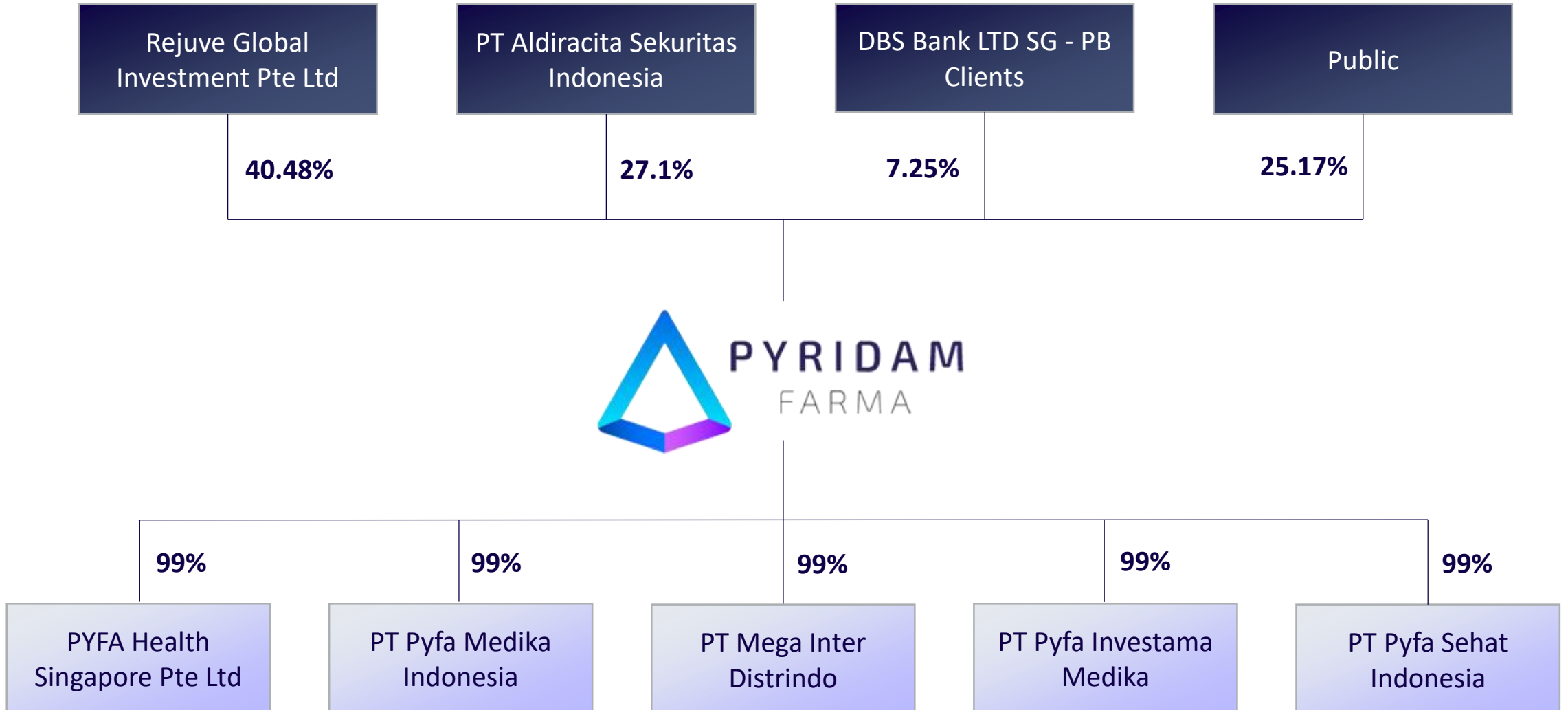
- Over 13 years of working experience in financial industry
- Worked at JPMorgan US and Singapore for 9 years and joined Korean National Pension Fund in Singapore as VP and Deputy GM at PT Jakarta Setia Budi Tbk
- Holds a Bachelor of Science in Business Administration from The Ohio State University-Fisher College of Business



Dr. Paulus W. Brotosaputro
Director
Indonesian

- Over 20 years of working experience in healthcare industry
- Former Director at PT Combiphar, PT Ikapharmindo Putramas and PT Yarindo Farmatama
- Holds a Bachelor of Bachelor of Medicine degree and a Master of Management

Shareholder Structure (as at 31 Mar 21)





Company Overview



Key Business Updates



Financial Updates



Business Strategy



1 Opening of the Company's Representative Office in South Korea



2 Establishment of 4 subsidiaries to support company's business

3 Launching of vit D3-1000 amid rising demand of vit D



4 Implementation of ERP system

5 Obtaining Halal Certificate for NBL 1 supplement products





Company Overview



Key Business Updates



Financial Updates



Business Strategy



117.4 bn of net sales

26.5 bn of EBITDA

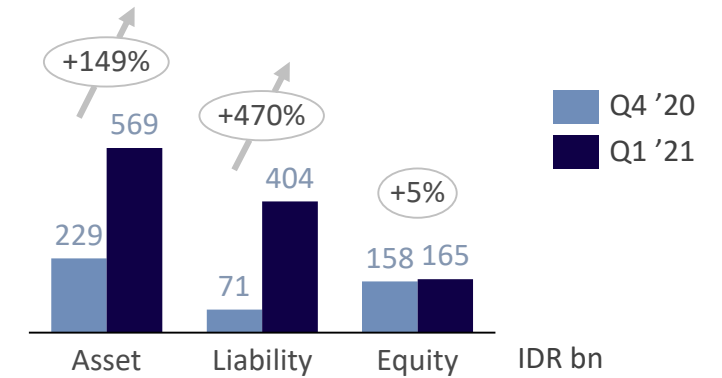
10.9 bn of net income



Growth

	qoq	yoy
Net Sales	43%	49%
EBITDA	112%	226%
Net income	81%	149%

Balance sheet



Margins



	Q1 '21	Q1 '20
Gross profit	56%	62%
EBITDA	23%	10%
Net income	9.2%	5.5%

Operational efficiency

SG&A
(% of net sales)

36.1%

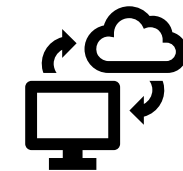
↓ from 54.8%
in Q1 2020



Operating profit
margin

19.7%

↑ from 7.8%
in Q1 2020



1.4 bn of **CapEx**

mainly for IT infrastructure

Key segment



**Pharmaceutical &
Toll Manufacturing**



Medical Devices

% of Q1 21 Net Sales

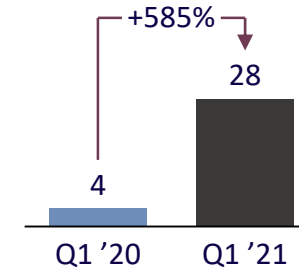
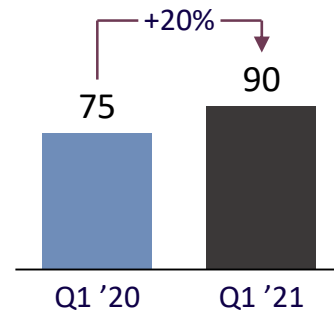


76.6%



23.4%

Net sales (IDR bn)



Q1 21 Gross Profit Margin

62%

35%

Net sales growth driver

- Increase in sales of vitamin, supplements, and drugs for infection
- Increase in vitamin & supplement products toll manufacturing

- Sales of Covid-related products



Company Overview



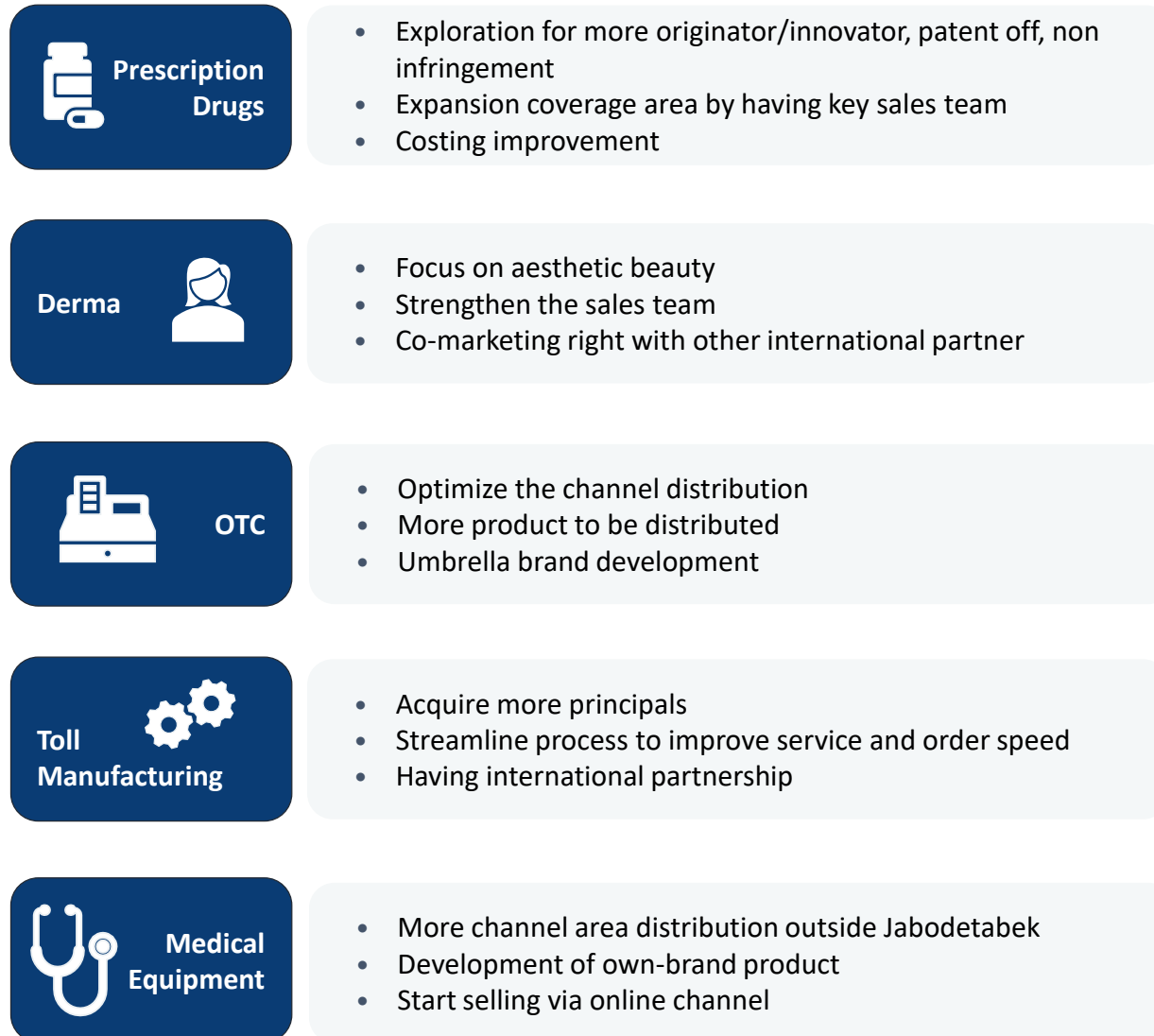
Key Business Updates



Financial Updates



Business Strategy




2021 Sales growth
50% yoy



Capacity Expansion

1

Expand warehouse capacity

2

Increase machinery capacity



INVESTASI / EMITEN

Pyridam Farma (PYFA) ambil bagian saham Fullerton Health Indonesia Group

Kamis, 22 April 2021 / 20:04 WIB



Habis Dicaplok Singapura, Pyridam Farma Bikin 4 Anak Usaha

MARKET - Monica Wareza, CNBC Indonesia | 26 March 2021 10:30



Inorganic

Continue to source more deal and acquisition to boost company growth



**THANK
YOU**

Appendix

Profit & Loss Statement – Q1 2021

	Q1 2021	Q1 2020	%yoy
Net sales	117,415,077,571	79,036,288,247	49%
COGS	(52,008,312,097)	(29,744,618,594)	
Gross profit	65,406,765,474	49,291,669,653	33%
<i>Margin</i>	<i>56%</i>	<i>62%</i>	
SG&A	(42,334,703,296)	(43,293,755,678)	
Other income	42,276,476	203,334,205	
Operating profit	23,114,338,654	6,201,248,180	273%
<i>Margin</i>	<i>20%</i>	<i>8%</i>	
Finance income	81,364,531	5,492,390	
Finance cost	(9,115,883,006)	(606,485,110)	
Income tax expense	(3,227,675,000)	(1,233,663,772)	
Net profit	10,852,145,179	4,366,591,688	149%
<i>Margin</i>	<i>9%</i>	<i>6%</i>	
EBITDA	26,504,751,004	8,137,119,269	226%
<i>Margin</i>	<i>23%</i>	<i>10%</i>	

Balance Sheet – Q1 2021

	31-Mar-21	31-Dec-20
ASSETS		
Current Assets		
Cash on hand and in banks	23,258,686,237	9,635,894,823
Trade receivables - third parties	91,086,946,695	59,304,207,665
Non-trade receivables - third parties	157,050,534	1,029,653,680
Other current financial assets	273,665,422,629	-
Inventories	67,156,877,246	51,036,022,889
Advances and prepaid expenses	16,331,136,692	8,336,641,515
Total Current Assets	471,656,120,033	129,342,420,572
Non-current Assets		
Deferred tax assets	3,015,148,350	2,719,636,430
Property, plant & equipment - net of accumulated depreciation	85,489,282,517	84,564,914,050
Right-of-use assets - net	8,735,438,877	11,682,267,715
Intangible assets - net of accumulated amortisation	254,717,120	266,142,099
Total Non-current Assets	97,494,586,864	99,232,960,294
TOTAL ASSETS	569,150,706,897	228,575,380,866

Balance Sheet – Q1 2021

	31-Mar-21	31-Dec-20
LIABILITIES AND EQUITY		
Current Liabilities		
Short-term bank loans	16,500,000,000	21,467,648,107
Trade payables - third parties	34,112,893,214	9,259,126,732
Non-trade payables - third parties	107,458,058	409,904,346
Taxes payable	12,429,504,406	6,936,061,568
Accruals	10,644,508,224	638,762,172
Current maturities of long-term liabilities		
Lease liabilities	4,963,065,492	4,834,919,506
Bank loan	901,607,139	1,202,142,852
Total Current Liabilities	79,659,036,533	44,748,565,283
Non-current Liabilities		
Past-employment benefits liabilities	19,530,348,798	18,187,112,798
Long-term liabilities - net of current maturities		
Lease liabilities	3,759,239,298	4,100,988,325
Bond	297,229,800,000	-
Bank loan	3,906,964,305	3,906,964,305
Total Non-current Liabilities	324,426,352,401	26,195,065,428
Equity		
Share capital	53,508,000,000	53,508,000,000
Additional paid-in capital	2,065,078,501	2,065,078,501
Other comprehensive income	(3,418,577,371)	10,110,500,753
Retained earnings		
Appropriated	2,000,000,000	2,000,000,000
Unappropriated	110,910,816,833	89,948,170,901
Total Equity	165,065,317,963	157,631,750,155
TOTAL LIABILITIES AND EQUITY	569,150,706,897	228,575,380,866

Cash Flow Statement – Q1 2021

	31-Mar-21	31-Mar-20
Operating Activities		
Cash receipts from customers	86,594,789,688	63,460,916,776
Cash paid to supplier and expenses	(67,093,514,549)	(45,036,093,255)
Cash paid to employees	(17,314,752,950)	(16,811,799,252)
Finance income	81,364,531	5,492,390
Finance cost	(678,383,006)	(606,485,110)
Income tax paid	(1,538,054,760)	(2,191,258,844)
Net CF From Operating Activities	51,448,954	(1,179,227,295)
Investing Activities		
Proceeds from sale of PPE	-	54,545,455
Acquisition of PPE	(1,356,527,000)	(585,580,854)
Placement in other current financial asset	(277,084,000,000)	-
Net CF From Investing Activities	(278,440,527,000)	(531,035,399)
Financing Activities		
Proceeds/payments for short-term bank loans	(4,300,000,000)	3,000,000,000
Proceeds/payments for bonds	297,084,000,000	-
Proceeds/payments for long-term bank loans	(300,535,713)	(200,357,142)
Payments of payable on lease liabilities	(213,603,041)	(445,834,364)
Net CF From Financing Activities	292,269,861,246	2,353,808,494
Net Cash Movement	13,880,783,200	643,545,800
Effect on FX rate change	(257,991,786)	126,231,357
Initial Balance	9,635,894,823	5,294,802,962
Ending Balance	23,258,686,237	6,064,580,119